

## **Qualys, Inc. Company Backgrounder**

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### **OVERVIEW**

The global business opportunities made possible by the Internet are matched by an increasing threat of outside attacks on corporate networks. Actual assets, confidential corporate information, and reputation are at risk. Proactive network vulnerability management is today a mandatory requirement. Still, most companies lack a comprehensive, ongoing picture of their network vulnerabilities. Security is an involved, ongoing process—not a single-tool solution or a one-time event. Without comprehensive vulnerability information, the prioritization and implementation of defensive measures is a matter of too little, too late.

Founded in May 1999, Qualys is a pioneer in the emerging field of online network security platforms and services that detect network threats from the point of view of a potential intruder. Using this information, subscribers to a Qualys-enabled service are empowered to proactively assess, prioritize and resolve their network and even their custom software vulnerabilities.

### **DELIVERY PLATFORM AND SERVICE OFFERINGS**

Qualys provides a web-hosted, global vulnerability scanning platform that Managed Security Providers (MSPs) and other security professionals can use to provide proactive network security auditing services.

Fully web-based, the Qualys network vulnerability scanning platform enables businesses to automatically and continuously audit networks of any size and in any location to detect security vulnerabilities and assess risks. Custom applications can also be scanned for Internet-related vulnerabilities. The platform features:

- A highly scalable, distributed global architecture which MSPs can leverage to provide customized, branded scanning services
- An open application programming interface (API) for rapid integration into an MSPs existing service offerings
- A modular, high performance scanning engine that accelerates the speed of scans without impacting the performance of customer networks and that enables MSPs to deploy highly targeted scanning modules to meet particular end-customer needs

Services based on the Qualys platform are activated through a standard browser interface and are secured using state-of-the art encryption technologies. No one—including Qualys personnel—has access to an end-customer's network information without the customer's confidential password. Subscribers benefit from an "intruder's eye view" of their network, presenting vulnerabilities prioritized by their severity level, detailing potential consequences, and suggesting expert fixes.

In addition to providing a scanning platform to security professionals, Qualys offers its own QualysGuard™ scanning service to strategic enterprise accounts.

### **CUSTOMERS**

Qualys has partnerships with major security consulting companies, including eSecurityOnline (eSO)—the premier e-Security portal subsidiary of Ernst & Young—Ubizen and Predictive Systems/Global Integrity. Qualys also directly serves such enterprises as Agilent Technologies, Apple Computer, Bank of the West, Siebel Systems, and Broadwing.

## EMPLOYEES AND LOCATIONS

Headquartered in Sunnyvale, California, Qualys employs 60 persons in offices in the U.S., France, Germany and the United Kingdom.

## SENIOR MANAGEMENT TEAM

**Philippe Courtot, Chairman and Chief Executive Officer**, possesses a track record of transforming innovative companies such as Signio, Verity and cc:Mail into industry leaders. As Chairman and CEO of Signio, Phillippe repositioned the company to become a significant E-commerce player and engineered its sale to VeriSign in a purchase valued in excess of a billion dollars. As CEO of Verity, he oversaw the company's emergence as the leader in enterprise knowledge retrievals solutions and as CEO of cc:Mail, he grew an unknown startup into the dominant e-mail platform provider. While CEO of Thomson CGR Medical, he received the Benjamin Franklin award for his role in the creation of a nationwide advertising campaign promoting the life saving benefits of mammography.

**Gerhard Eschelbeck, Vice President of Engineering**, brings a dozen years of experience in engineering and delivering market-leading security products. Gerhard was most recently senior vice president of engineering, security products at Network Associates (NAI) and, prior to that, vice president of engineering, anti-virus products at McAfee Associates before it was acquired by NAI. Prior to McAfee, Gerhard also founded IDS GmbH and was a research scientist at the University of Linz, Austria where, he teaches regularly in the field of network security. He has written extensively on managed security issues and has numerous patents pending.

**Ricardo Lavie-Peretz, Vice President and General Manager, European Operations**, brings more than 25 years of European sales and management experience with both established and start-up companies. Possessing a solid background in software and remote testing services, he was most recently European sales director for Compuware, the 5<sup>th</sup> largest independent software vendor. Ricardo also established a European presence for Mercury Interactive, now the global leader in automated testing and performance management technologies. He began his accomplished career in European sales and management at Texas Instruments.

**George Wu, Vice President of Finance**, brings over seven years of experience specializing in finance and accounting for high technology companies. Prior to joining Qualys, George spent 3 years in the capacity of group controller, divisional controller and finance manager at VeriSign, a leading provider of trusted infrastructure services to Web sites, enterprises, electronic commerce service providers and individuals. At VeriSign, George was responsible for financial administration, due diligence on acquisitions, integration, accounting, and reporting. Before VeriSign, George worked at Hewlett Packard, where he was responsible for financial planning and analysis for a business unit. Prior to that, he worked at Deloitte and Touche, where he had a wide range of responsibilities, including business consulting, managing client audits and financial reporting services, litigation support, and special projects. George is also a certified public accountant in the State of California.

**Christopher Rainer Zuleeg, Director of Operations**, brings both intensive operational expertise with start-ups and extensive engineering management experience with large companies to the task. A seasoned veteran in growing a company's operational capabilities, Christopher was most recently Director of Operations for Lipstream Networks, a VoIP service provider, and before that with Visto Corporation, which he co-founded. He is a 10 year veteran of Apple Computer in various technical leadership roles.

## FUNDING

Qualys is privately financed and received \$30 million of funding from **Deutsche Bank ABS Ventures, Bessemer Venture Partners, Trident Capital and VeriSign, Inc.** (Nasdaq: VRSN), the leading provider of Internet trust services.